

Acquisition Update

Your Source For Federal Health Care Contract Information

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INSIDE THIS ISSUE

<i>VA's Socioeconomic Accomplishments Improve....</i>	<i>Pg 1</i>
<i>Small Business Awards.....</i>	<i>Pg 2</i>
<i>M/S Prime Vendor Pricing</i>	<i>Pg 3</i>
<i>JWOD Corner</i>	<i>Pg 3</i>
<i>FSS Vendor Shows.....</i>	<i>Pg 4</i>
<i>NAC New Awards.....</i>	<i>Pg 5</i>
<i>DDC New Awards</i>	<i>Pg 8</i>

We would like your comments!
What topics do you want covered? What information do you want to see? Please contact:

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Department of Veterans Affairs

FY 2005 Sees VA Socioeconomic Accomplishments Improve

By: Scott Denniston, Director, Office of Small & Disadvantaged Business Utilization

We are in the process of finalizing VA's Fiscal Year (FY) 2005 socioeconomic accomplishments, and there is good news to report. Although the numbers are currently being verified by the various administrations and contracting activities, if the numbers stand, VA made great headway in improving our accomplishments in two important socioeconomic categories of particular interest to VA: Service-Disabled Veteran-Owned Small Business (SDVOSB) and Veteran-Owned Small Business (VOSB).

The tentative numbers for FY 2005 in the SDVOSB and VOSB categories are 2.08 percent and 4.91 percent, respectively, representing VA's highest accomplishments in these categories heretofore. And while everyone is to be congratulated for their individual and collective accomplishments, we still have our work cut out for us to meet and exceed the 3 percent goal for SDVOSB and the 7 percent goal for VOSB. Because VA is the chief advocate for veterans at the Federal level, the Secretary and Deputy Secretary have said VA is to be the leader in the Federal

Acquisition Community in these socioeconomic categories. We're moving in the right direction and we ask for everyone's continued support in FY 2006 to build upon these accomplishments so that we fulfill the Secretary's and Deputy Secretary's vision for VA. A special thank you goes out to everyone for their individual and collective efforts on behalf of veteran entrepreneurs.

Although VA's total dollars spent with small businesses as a percentage of total dollars reported declined from 28.53 percent in FY 2004 to 27.82 percent, VA made gains in every socioeconomic category. Small Disadvantaged Business was 4.21 percent, up from 4.01 percent; Section 8(a) was 5.28 percent, up from 5.26 percent; Women-Owned Small Business was 5.29 percent, up from 4.48 percent; and as mentioned, VOSB and SDVOSB were 4.91 percent and 2.08 percent respectively, up from 4.13 percent and 1.25 percent respectively in FY 2004. HUBZone accomplishments increased from 3.10 percent to 3.59 percent.



Total dollars reported set a record with over \$9.9 billion reported. Although numbers for other agencies are being reviewed at this time, it appears VA is on track to be either the fourth or fifth largest buying activity in the Federal Government.

As we move into FY 2006, we ask that everyone rededicate themselves to these important goals. Socioeconomic goals are the goals of everyone involved in the VA acquisition process—not just acquisition professionals—from executives, managers, heads of contracting activities that oversee acquisition planning and operations, to program officials that develop specifications and requirements to purchase cardholders—they are the goals of all of us.

Small Business Awards

Staffing Services Awards

TerraHealth, Inc., a small, veteran-owned business, was awarded contract **V797P-7030A** to provide various types of physicians including dentists, general and specialized nurses, respiratory and physical therapists, nurse practitioners, certified nurses, medical assistants and various radiology technicians. The contract is effective October 1, 2005 through September 30, 2010.

Contract **V797P-7033A** was awarded to **Cancer CarePoint, Inc.**, a small, woman-owned business providing dosimetrists, physicists and oncologists. The contract is effective September 23, 2005 through September 22, 2010.

Medical Equipment/Supplies Awards

The Versatile 1 is a wound vacuum system that can help promote wound healing and drainage, while adding necessary competition for this functionality. The system is available for rental or direct purchase under Contract Number **V797P-4633A** with **Excel Medical Supplies**, a small, disadvantaged, woman-owned business.

Flexiciser International, a small business manufacturer of exercise cycles known as the Flexiciser, was awarded contract **V797P-4857A** and is effective November 15, 2005, through November 14, 2010.. The Flexiciser, designed for the paraplegic and quadriplegic as well as individuals who are unable to maintain movement through natural means, provides passive, resistive exercise and works off 120 volt household current. This equipment could be of particular interest to the many veterans that have little or no other means for regular exercise capabilities.

Other Awards

In support of VA's standardization and small business goals, a contract was awarded to **American Textile Systems**. This small, disadvantaged 8(a) business manufactures linens, towels and pillowcases for general operating rooms. This same type of linen is currently being utilized in operating rooms throughout VA medical centers. The contract, **V797P-2078**, is effective December 15, 2005 – December 14, 2006.

A national standardization contract, **V797P-9184**, for Pentoxifylline Tablets, SA was awarded to **Golden State Medical Supply, Inc.**, a veteran-owned small business. Pentoxifylline improves blood flow through the blood vessels and is used to treat problems with blood circulation in the arms and legs (e.g. intermittent claudication). The period of performance is March 1, 2006 through February 28, 2007.

Some Presidential trivia...

John Adams and Thomas Jefferson, the second and third presidents of the United States, both died within hours of each other on July 4, 1826. It was the 50th anniversary of the nation's independence.

President Franklin D. Roosevelt served hot dogs and beer to King George VI in 1939. Not to be outdone, Queen Elizabeth II served hot dogs at a royal banquet for the American Bar Association. Presidents Jimmy Carter and Ronald Reagan also served hot dogs in the White House.

Courtesy of coolquiz.com



Medical/Surgical Prime Vendor Program – Product Prices

By Maria Ramirez, VA National Acquisition Center

Do you know how the National Acquisition Center (NAC) provides pricing information to the current six prime vendors and to VA facilities through the Medical/Surgical Prime Vendor (MSPV) Program? The MSPV Program is supported by the hundreds of products on Federal Supply Schedules (FSS) and the National Standardization Program, and the NAC is responsible for providing prime vendors and medical centers with the products and their prices. This is done through an electronic database which resides at www.va.gov/vastorenac. The NAC updates the database on the 1st and the 15th of each month. Pricing information for new awards and price changes on established FSS contracts originate at the FSS contractor level. FSS contractors provide electronic submissions of their prices to the FSS Contracting Officers. The pricing information is validated by the FSS Contracting Officers and transmitted electronically to the Contract Catalog Search Tool at www.va.gov/nac as well as www.va.gov/vastorenac. Availability of pricing information on nationally standardized contracts is similar to the process for FSS contracts. Pricing information for FSS and nationally standardized contracts participating in the MSPV program is electronically extracted from the NAC Contract Management Database and loaded in the MSPV database on the 1st and the 15th of each month. The MSPV database is a subset of the NAC Contract Management Database. Approximately 95% of all products supporting the MSPV program come from FSS contracts. Because FSS prices are dynamic, the MSPV database is instrumental to medical centers as facilities must keep their price files up-to-date to reduce price discrepancies with prime vendors. For additional information regarding the MSPV program, please visit the website at www.va.gov/vastorenac and click on “Medical/Surgical Prime Vendor Program and Standardization.”

JWOD Corner

Departing VA JWOD Liaison Honored

*By: Stephanie N. Lesko, Public Affairs Specialist
Committee for Purchase From People Who Are Blind or
Severely Disabled*

Mr. Arthur East, Chief of the Office of Acquisition and Materiel Management’s Business Development and Marketing Office, will be presented with the Most Valuable Liaison Award by the Committee for Purchase From People Who Are Blind or Severely Disabled, the Federal agency that administers the Javits-Wagner-O’Day (JWOD) Program, at the Committee’s January meeting. Mr. East has served as VA’s Liaison to the JWOD Program since 2004. Information regarding the new VA JWOD Liaison will be forthcoming in the next newsletter and will appear in “JWOD Means Jobs” broadcasts in January 2006.

In the interim, if you have questions about the JWOD Program, please send an email to info@jwod.gov.

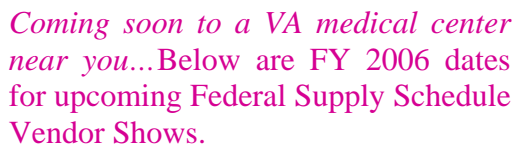
Do You Know a Career JWOD Program Supporter?

If so, then be sure to submit a nomination for the 2006 E.R. “Dick” Alley Career Achievement Award.

The Committee for Purchase from People Who Are Blind or Severely Disabled is soliciting nominations for the E.R. “Dick” Alley Career Achievement Award. The Alley Award was established in 1998 in honor and recognition of Dick Alley who provided more than 25 years of dedicated service to the JWOD Program as the Deputy Executive Director of the Committee staff. This is the highest award given by the Committee and is intended to recognize current Federal employees who have provided **extraordinary, sustained** support for the JWOD Program and its mission of creating employment opportunities for people who are blind or have other severe disabilities. All individuals employed by the Federal Government are eligible to be nominated. The award will be presented at both the NISH and National Industries for the Blind Annual Conferences in 2006.



Nomination instructions and forms can be found on the Committee's website at www.jwod.gov or by contacting Stephanie Lesko of the Committee staff at slesko@jwod.gov or (703) 603-2146.

A cartoon bee character with a yellow body, black stripes, and a smiling face. It has two antennae and is standing on four legs.

Stop by and see what the buzz is all about!



New FSS and National Contract Awards

Listed below are contracts with effective award dates of 10/01/05-12/31/05. For complete information, go to www.va.gov/oamm/nac or www.va.gov/vastorenac.

Federal Supply Schedules

621 I

Professional Medical Healthcare Services

	Contract# V797P-	Business Size	Effective Award Dates
SOS Nursing Services Inc.	4771A	Small	10/14/2005-2/24/2010
J. Stephens Mayhugh & Associates, Inc	7035A	Small	11/1/2005-10/31/2010
Metropolitan Nursing LLC	7036A	Small	11/1/2005-10/31/2010
Information Network Systems, Inc	7039A	Large	1/1/2006-12/31/2010
Reliable Nursing Service Inc dba RN Travel Connect	7042A	Small	12/15/2005-12/14/2010

621 II

Medical Laboratory Testing And Analysis Services

	Contract# V797P-	Business Size	Effective Award Dates
Laboratory Corporation of America	7041A	Large	1/1/2006-12/31/2010

65 II A

Medical Equipment and Supplies

	Contract# V797P-	Business Size	Effective Award Dates
Swisslog	4834A	Large	11/15/2005-11/14/2010
Northfield Medical dba Northfield Inst. Svc	4845A	Small	10/15/2005-10/14/2010
JS Surgical, LLC	4846A	Small	11/1/2005-10/31/2010
Apothecary Products Inc.	4847A	Small	11/1/2005-10/31/2010
IMDP	4848A	Small	11/1/2005-10/31/2010
Lifeguard LLC	4849A	Small	11/15/2005-11/14/2010
Geo-Med, LLC	4850A	Small	11/1/2005-10/31/2010
Standard Textile Company	4851A	Large	11/1/2005-10/31/2010
Tiara Medical Systems, Inc.	4852A	Small	11/15/2005-11/14/2010
Ross Products Division, Abbott Laboratories	4853A	Large	12/1/2005-11/30/2010
Universal Hospital Services	4854A	Large	11/15/2005-11/14/2010
Mercy Medical Equipment	4855A	Small	11/15/2005-11/14/2010
Alliance Tech Medical	4856A	Small	11/15/2005-11/14/2010
Flexiciser International	4857A	Small	11/15/2005-11/14/2010
Pharmed Group Corp.	4858A	Small	11/15/2005-11/14/2010
R/X Automation Solutions	4859A	Small	12/1/2005-11/30/2010
MedServ International	4860A	Small	11/15/2005-11/14/2010
American Health Products Corp.	4861A	Small	12/1/2005-11/30/2010
U.S. Orthotics, Inc.	4862A	Small	12/1/2005-11/30/2010
Special Made Goods & Services	4863A	Small	12/15/2005-12/14/2010
Normatec	4864A	Small	12/15/2005-12/14/2010
Medgyn Products Inc.	4867A	Small	12/15/2005-12/14/2010



Tronex, Inc.	4868A	Small	12/15/2005-12/14/2010
LaserBand, LLC	4870A	Small	1/1/2006-12/31/2010
Rush Ophthalmics, Inc.	4871A	Small	1/1/2006-12/31/2011
American Tristar Distribution	4872A	Small	1/1/2006-12/31/2010

65 II C Dental Supplies	Contract # V797P-	Business Size	Effective Award Dates
A-Dec	3073M	Large	11/15/2005-11/14/2010
Progeny, Inc.	3074M	Small	12/1/2005-11/30/2010
American Tooth Industries	3076M	Small	12/1/2005-11/30/2010
American Eagle Instruments, Inc.	3078M	Small	12/15/2005-12/14/2010
MRLB International DentaPure	3081M	Small	12/15/2005-12/14/2010

65 Part 1B Pharmaceuticals	Contract # V797P-	Business Size	Effective Award Dates
Alliant Pharmaceuticals, Inc.	5686X	Small	11/15/2005-11/14/2010
Solstice Neurosciences, Inc.	5786X	Small	1/1/2006-12/31/2010
ViroPharma Incorporated	5801X	Small	1/1/2006-12/31/2010
Blansett Pharmacal CO., Inc.	5822X	Small	12/1/2005-11/30/2010
Intendis, Inc..	5857X	Large	12/1/2005-11/30/2010
Nitromed	5861X	Small	11/15/2005-11/14/2010
Heyltex Corp.	5868X	Large	12/15/2005-3/14/2006
Barrier Therapeutics	5869X	Large	11/15/2005-2/14/2006
Critical Therapeutics	5871X	Large	11/15/2005-2/14/2006
Medical Nutrition USA, Inc.	5872X	Small	11/15/2005-11/14/2010
Aqua Pharmaceuticals, LLC	5875X	Large	1/1/2006-3/31/2006
Henry Schein	5877X	Large	12/1/2005-11/30/2010
Amgen USA, Inc.	5878X	Large	1/1/2006-12/31/2010
Novartis Pharmaceuticals Corporation	5879X	Large	12/1/2005-11/30/2010
AstraZeneca	5882X	Large	1/1/2006-12/31/2010
Pfizer, Inc.	5883X	Large	12/15/2005-12/14/2010

65 Part VII Invitro Diagnostics/ Reagents	Contract# V797P-	Business Size	Effective Award Dates
Scigen Inc.	5873X	Small	11/15/2005-11/14/2010
LaFayette Medical Enterprises, Inc.	5880X	Small	12/1/2005-11/30/2010

65IIF Patient Mobility Devices (Including wheelchairs, scooters, walkers, etc.)	Contract # V797P-	Business Size	Effective Award Dates
Bodypoint, Inc.	3069M	Small	10/15/2005-10/14/2010
Crown Therapeutics, Inc.	3071M	Small	10/15/2005-10/14/2010
Leisure-Lift	3072M	Small	10/15/2005-10/14/2010
ATV Solutions, Inc.	3080M	Small	1/1/2006-12/31/2010



**65 VA
X-Ray Equip/Supplies**

**Contract #
V797P-**

**Business
Size**

**Effective
Award Dates**

Liquid Monitor Inc.

3067M

Small

9/1/2005-8/31/2010

For additional information on the above, contact the Federal Supply Schedule Service at (708) 786-5180

National Contracts

Pharmaceutical Items:

Contract #

Business

Award Date

Product

V797P-

Size

Effective Dates

Naproxen Tablets

9174

Small

11/3/2005-11/2/2006

Nicotine Transdermal Patches

9179

Large

10/1/2005-9/30/2006

Fluconazole Tablets

9183

Large

12/5/2005-12/4/2006

Tamoxifen Citrate Tablets

9186

Large

11/14/2005-11/13/2006

Sucralfate Tablets

9187

Large

11/28/2005-11/27/2006

For additional information, contact Deborah Koval at (708) 786-4383 or Deborah.Koval@med.va.gov

Prosthetic Items:

Contract #

Business

Effective

Product

V797P-

Size

Award Dates

Open Faced Pedometers

9176

Small

10/17/2005-10/16/2006

Clam Shell Pedometers

9177

Small

10/17/2005-10/16/2006

For additional information, contact Kimberly Cowan-Tucker at (708) 786-5136 or Kimberly.Cowan-Tucker2@med.va.gov.

Blanket Ordering Agreements:

Contract #

Business

Effective

Product

V797P-

Size

Award Dates

Reusable Patient Underpad

2077

Small

10/22/2005-10/21/2006

General & OR Linen Sheets & Pillowcases

2078

Small

11/15/2005-12/14/2006

For additional information, contact Ronald E. Jenkins at (708) 786-4929 or Ron.Jenkins2@med.va.gov

New Denver Distribution Center Awards

Listed below are contracts with effective award dates of 10/01/05-12/31/05. For additional information, contact the VA Denver Distribution Center (DDC) at (303) 914-5180.

Product	Contract #	Business Size	Award Date Effective Dates
	V791P-		
Orthotic Softgoods	0334	Small Veteran-Owned	11/1/05-7/31/06
Orthotic Softgoods	0335	Large	11/1/05-7/31/06
Orthotic Softgoods	0336	HUBZone, Small Disadvantaged	11/1/05-7/31/06
Orthotic Softgoods	0337	Small	11/1/05-7/31/06
Orthotic Softgoods	0338	Small Woman-Owned	11/1/05-7/31/06
Orthotic Softgoods	0339	Small Woman-Owned	11/1/05-7/31/06

